Top 100 Mortgage Servicers in the U.S.

Including Commercial Banks and Mortgage Companies

In Order of Dollar Volume of Permanent Real Estate Serviced

Compiled by American Banker Copyright 1984

Rank 12/31/83	Name of Company (Banks are Capitalized)	Dollar Volume	No. of Loans	No. Of investors	Rank 1982	Gain in Rank	Commercial Bank—Mortgage Company Affiliations and Other Significant data
82	Peoples Mortgage Co., Seattle, Wash.	1,313,777,991	36,121	71	71		A subsidiary of Peoples Bancorp., Seattle, Wash., holding company for Peoples National Bank.
83	National Mortgage Co., Memphis, Tenn.	1,312,953,586	61,058	99	83		None.
84	Nowlin Mortgage Co., Fort Worth, Tex.	1,311,898,000	24,312	239	90	+ 6	A subsidiary of Nowlin Savings Assn., Fort Worth.
85	Abacus Real Estate Finance Co., Chicago	1,291,169,892	1,202	50	79		A subsidiary of Walter E. Heller & Co., Chicago.
86	Mellon Financial Services Corp. #7, Metairie, La.	1,287,692,674	30,362	50	89	+ 3	Formerly Carruth Mortgage Corp., it is a subsidiary of Mellon Financial Services #5, Pittsburgh, which in turn is a subsidiary of Mellon National Corp. For more details see 35th-ranked Mortgage & Trust Inc., Houston, above.
87	IntraWest Mortgage Co., Denver, Colo.	1,281,697,231	24,181	209	72		A subsidiary of IntraWest Financial Corp., a multibank holding company.
88	Western Mortgage Loan Corp., Salt Lake City, Utah	1,277,000,000	23,674	40	77		Formerly a subsidiary of WML Holding Corp., Ogden. On 1/1/84, United Savings & Loan Assn., Ogden, acquired all of the stock of Western Mortgage.
89	NBD Mortgage Co., Troy, Mich.	1,255,734,228	41,542	76	68		A subsidiary of NBD Bancorp., Detroit, a multibank holding company.
90	ARCS Mortgage, Inc., Canoga Park, Calif.	1,246,160,614	23,023	67	95	+ 5	A subsidiary of Bank of New York Co., Inc., a multibank holding company.
91	Mortgage Investment Co. of El Paso, Tex.	1,222,217,088	36,238	100	87		None.
92	Dorman & Wilson, Inc., White Plains, N.Y.	1,206,213,000	1,553	14	84		A subsidiary of European American Bancorp., New York, a holding company for European American Bank & Trust Co.
93	**HIBERNIA BANK, SAN FRANCISCO**	**1,187,716,598**	**27,394**	**46**	**99**	**+ 6**	**A subsidiary of Hibernia Bancshares Corp., San Francisco.**
94	Barnett Mortgage Co., Jacksonville, Fla.	1,159,934,052	34,467	143	110	+16	A subsidiary of Barnett Banks of Florida, Inc., Jacksonville, a multibank holding company.
95	North Central Financial Corp., Dayton, Ohio	1,137,685,663	40,279	55	100	+ 5	A subsidiary of Third National Bank & Trust Co., Dayton.
96	Freedom Mortgage Co., Tampa, Fla.	1,118,278,098	28,548	51	91		A subsidiary of Freedom Federal S&L Assn., Tampa.
97	First Atlanta Mortgage Corp.	1,116,611,000	35,084	103	80		A subsidiary of First Atlanta Corp., a multibank holding company.
98	**UNION NATIONAL BANK, LITTLE ROCK, ARK.**	**1,101,177,665**	**42,999**	**211**	**103**	**+ 5**	**Owns Union Modern Mortgage Corp., Little Rock.**
99	American Fletcher Mortgage Co., Inc., Indianapolis, Ind.	1,081,575,000	24,333	148	65		A subsidiary of American Fletcher Corp., Indianapolis, a holding company for American Fletcher National Bank & Trust Co.
100	Central Mortgage Co., Philadelphia	1,071,569,000	36,786	150	...		A subsidiary of Philadelphia Saving Fund Society.

Based on permanent real estate mortgages serviced for others. Excluded are mortgages owned by the company or bank, as well as foward commitments, home improvement loans and all temporary financing, such as construction and development loans. In the case of banks, servicing for the trust department and servicing by the bank's subsidiary mortgage companies with their own legal identity are also excluded. The 'number of investors' excludes GNMA pools from the count. However, GNMA pools are included in the servicing volume figures.

Dear Reader, How Are We Doing?

The American Banker wants very much to make sure its statistical listings for the financial services industry meet your information needs. So would you spend a moment to give us some feedback on the **TOP MORTGAGE SERVICERS** survey that appears in today's edition? Over the past year we have incorporated many of your suggestions to provide you with more meaningful information. Please return this questionnaire to: L. Michael Cacace, Statistical Chief, American Banker, One State Street Plaza, New York, N.Y. 10004 (212) 943-4836.

(A) Very useful ☐ (B) Somewhat useful ☐ (C) Not useful ☐

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Top 25 Mortgage Servicers

Mortgage Companies and Commercial Banks

An Alternative Ranking Based on *Combined* Servicing of Permanent Mortgages for Others for Firms with More than One Mortgage Servicing Subsidiary

Data as of Dec. 31, 1983

Rank	Name of Company	Volume ($Bil.)	No. of Subs.
1	Lomas & Nettleton Financial Corp., Dallas	$18.113	--
2	Norwest Mortgage Inc., Minneapolis	12.068	--
3	**Fleet Financial Group, Inc., Providence, R.I.**	**11.575**	**3**
4	**Manufacturers Hanover Corp., New York**	**9.514**	**2**
5	Weyerhaeuser Mortgage Co., Los Angeles	8.104	--
6	**Commonwealth Savings Assn., Houston***	**6.691**	**2**
7	**First Interstate Bancorp., Los Angeles**	**6.591**	**7**
8	Colonial Mortgage Service Co., Philadelphia	6.590	--
9	Suburban Coastal Corp., Wayne, N.J.	6.242	--
10	Ralph C. Sutro Co., Los Angeles	6.087	--
11	Kissell Co., Springfield, Ohio	6.063	--
12	**Citicorp, New York**	**5.831**	**2**
13	**BankAmerica Corp., San Francisco**	**5.636**	**3**
14	Cameron-Brown Co., Charlotte, N.C.	5.597	--
15	**Mellon National Corp., Pittsburgh**	**5.587**	**4**
16	Sovran Mortgage Corp., Richmond, Va.	5.520	--
17	Goldome Realty Credit Corp., Buffalo, N.Y.	5.172	--
18	Talman Home Mortgage Corp., Chicago	5.119	--
19	**Security Pacific Corp., Los Angeles**	**4.924**	**2**
20	**First National Bank, Boston**	**4.870**	**2**
21	Richard Gill Co., San Antonio, Tex.	4.857	--
22	**Sears, Roebuck & Co., Chicago**	**4.743**	**2**
23	Alliance Mortgage Co., Jacksonville, Fla.	4.731	--
24	Wells Fargo Mortgage Co., San Francisco	4.668	--
25	Shearson/American Express Mtg. Corp., Irvine, Calif.	4.493	--

*** — Data are pro forma and include the 1984 acquisition of Jersey Mortgage Co., Elizabeth, N.J.**

Mortgage Banking Is Viewed as Lucrative Line of Business

Continued from Page 1

37th ranked Reilly Mortgage Group Inc., Washington, D.C.; the 43d ranked Troy & Nichols Inc., Monroe, La.; the 59th ranked Jersey Mortgage Co., Elizabeth, N.J.; and the 88th ranked Western Mortgage Loan Corp., Salt Lake City.

In April, Reilly Mortgage, a company specializing in multifamily mortgages, was acquired by the $2.6 billion-asset Perpetual American Bank FSB, Alexandria, Va.; and Jersey Mortgage was acquired by the $230 million-asset Commonwealth Savings Association, Houston.

Commonwealth Savings also owns the 17th ranked Commonwealth Mortgage Corp. Thus, the combined servicing portfolio of Commonwealth Savings totals $6.7 billion, making the association the sixth largest servicer of mortgages.

(For the first time, the *American Banker* ranks the top 25 servicers based on the combined servicing in all of the parent company's servicing subsidiaries. This alternative ranking of the top 25 servicers immediately follows the ranking of the top 100 firms.)

Two New Mortgage Companies

Troy & Nichols was acquired by the $54 million-asset First Savings and Loan Association, Fort Stockton, Tex., in February; and Western Mortgage was acquired by the $76 million-asset United Savings and Loan Association, Ogden, Utah, on New Year's Day.

Last year, the seventh ranked Suburban Coastal Corp., Wayne, N.J., was acquired by the $6 billion-asset Anchor Savings Bank FSB, Northport, N.Y. The 23d-ranked Colwell Financial Corp., Los Angeles, was acquired by the $97 million-asset Mercury Savings Association, Wichita Falls, Tex. And the 39th ranked Gildorn Mortgage Midwest Corp., Schaumburg, Ill., was acquired by the $285 million-asset Gildorn Savings Association, Chicago.

The two new mortgage companies are the 13th ranked Goldome Realty Credit Corp., Buffalo, N.Y., and the 14th ranked Talman Home Mortgage Corp., Chicago. Goldome Realty was established last year; it is a subsidiary of the $11.6 billion-asset Goldome FSB, Buffalo. Talman Home Mortgage is a subsidiary of the $6.3 billion Talman Home Federal Savings and Loan Association, Chicago.

Five of the seven acquisitions listed above were made by thrifts that had assets of less than $300 million. The smaller thrifts see mortgage servicing acquisitions as a good way to increase their bottom-line performance.

According to Lawrence J. Trautman, director of mortgage banking industry practice at DLJ Realty Services Inc., New York City, "The thrift-mortgage relationship seems a good conceptual marriage in that a mortgage banking subsidiary usually is able to satisfy the thrift's need for suitable mortgage products intended for its portfolio investment needs."

More Banks Get into Business

In addition to thrifts, commercial banks also continued to acquire mortgage companies, extending the trend begun three years ago. Four of the top 100 mortgage servicing firms were acquired by banking companies last year. In addition, Manufacturers Hanover Corp., New York, recently acquired C.I.T. Financial Corp., a finance company with a large second mortgage and manufactured housing portfolio.

Mr. Trautman comments, "Mortgage banking continues to hold out the prospect of future profitability as one of the most lucrative lines of business, complementing the product lines of commercial banks, thrifts, insurance companies, and others in the diversified financial services industry. Accordingly, prices paid for mortgage banking companies and mortgage loan servicing continue to reach new plateaus."

The four companies acquired last year were the 26th ranked Bankers Mortgage Corp., Columbia, S.C.; the 30th ranked Stockton, Whatley, Davin & Co., Jacksonville, Fla.; the 33d ranked Seafirst Mortgage Corp., Seattle; and the 35th ranked Mortgage & Trust Inc., Houston. All four were acquired by banks that already had at least one mortgage servicing subsidiary.

Bankers Mortgage was acquired by the Fleet Financial Group Inc., Providence, R.I., on Dec. 31. Fleet also owns the 5th ranked Fleet Mortgage Corp., Milwaukee, and Fleet National Bank, Providence. The combined servicing in these three subsidiaries totaled $11.6 billion at yearend, making the Fleet Financial Group the third largest company in mortgage servicing.

Stockton, Whatley, Davin was acquired by First National Bank, Boston, at yearend. The bank also owns the 70th ranked Mortgage Corporation of the South, Birmingham, Ala. The combined servicing of these two companies totals almost $4.9 billion, making First National Bank, Boston, the 20th largest servicer of mortgages.

Seafirst Mortgage was a subsidiary of Seafirst Corp., which was acquired by BankAmerica Corp., San Francisco, last June. Seafirst Mortgage's servicing portfolio, combined with the portfolios of the 50th ranked Bank of America NT&SA, and BA Mortgage & International Realty Corp., make BofA the 13th largest servicer of mortgages, with a portfolio totaling $5.6 billion.

Mortgage & Trust was acquired by Mellon National Corp. in April 1983. Mellon has three other subsidiaries that service mortgages for others. The combined servicing in all four subsidiaries totaled $5.6 billion at yearend, making Mellon National Corp. the

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(Optional)

Company _____ **Phone** _____

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Bank Call Notice

Charter No. 1461 Comptroller of the Currency
Northeastern District

REPORT OF CONDITION
CONSOLIDATING DOMESTIC AND FOREIGN SUBSIDIARIES OF

Citibank, N. A.

of New York in the State of New York, at the close of business on March 31, 1984, published in response to call made by Comptroller of the Currency, under Title 12, United States Code, Section 161.

ASSETS

	Thousands of dollars
Cash and balances due from depository institutions	
Non-interest-bearing balances and currency and coin	$ 4,057,000
Interest-bearing balances	12,806,000
Securities	4,823,000
Federal funds sold and securities purchased under agreements to resell in domestic offices of the bank and of its Edge and Agreement subsidiaries, and in IBFs	3,975,000
Loans and lease financing receivables:	
Loans, and leases, net of unearned income	$72,272,000
Less: Allowance for loan and lease losses	571,000
Loans and leases, net	71,701,000
Assets held in trading accounts	4,034,000
Premises and fixed assets (including capitalized leases)	1,499,000
Other real estate owned	106,000
Investments in unconsolidated subsidiaries and associated companies	410,000
Customers' liability to this bank on acceptances outstanding	8,858,000
Other assets	3,514,000
TOTAL ASSETS	$115,783,000

LIABILITIES

Deposits:	
In domestic offices	$24,223,000
Non-interest-bearing	$ 6,299,000
Interest-bearing	17,924,000
In foreign offices, Edge and Agreement subsidiaries, and IBFs	55,346,000
Non-interest-bearing	$ 2,732,000
Interest-bearing	52,614,000
Federal funds purchased and securities sold under agreements to repurchase in domestic offices of the bank and of its Edge and Agreement subsidiaries, and in IBFs	9,626,000
Demand notes issued to the U.S. Treasury	252,000
Other borrowed money	6,714,000
Mortgage indebtedness and obligations under capitalized leases	11,000
Bank's liability on acceptances executed and outstanding	8,895,000
Other liabilities	4,672,000
TOTAL LIABILITIES	$109,739,000

EQUITY CAPITAL

Common stock	$ 751,000
Surplus	1,077,000
Undivided profits and capital reserves	4,252,000
Cumulative foreign currency translation adjustments	(36,000)
TOTAL EQUITY CAPITAL	$ 6,044,000
TOTAL LIABILITIES AND EQUITY CAPITAL	$115,783,000

I, M. Saleem Muqaddam, Vice President of the above-named bank, do hereby declare that this Report of Condition is true and correct to the best of my knowledge and belief.

M. SALEEM MUQADDAM

We, the undersigned directors, attest to the correctness of this Report of Condition. We declare that it has been examined by us, and to the best of our knowledge and belief has been prepared in conformance with the instructions and is true and correct.

WALTER B. WRISTON
THOMAS C. THEOBALD
PAUL H. KOLTERJAHN
} Directors

Bank Call Notice

Charter number 13295
National Bank Region Number 2
REPORT OF CONDITION

Sterling National Bank & Trust Company

OF NEW YORK

in the State of New York, at the close of business on March 31, 1984, published in response to call made by Comptroller of the Currency, under title 12, United States Code, Section 161.

ASSETS	Dollar Amounts in Thousands
Cash and due from depository institutions	
Noninterest-bearing balances and currency and coin	$35,527
Interest-bearing balances	65,785
Securities	185,262
Federal funds sold and securities purchased under agreements to resell in domestic offices of the bank and its Edge and Agreement subsidiaries	20,000
Loans and lease financing receivables:	
Loans, net of unearned income $181,073	
LESS: Allowance for loan losses 4,290	
Loans, net of unearned income, allowance, and reserves	176,783
Premises and fixed assets (including capitalized leases)	2,885
Other real estate owned	134
Customers' liability to this bank on acceptances outstanding	1,769
Other assets	9,667
TOTAL ASSETS	$497,812

LIABILITIES

Deposits:	
In domestic offices	$372,779
Noninterest-bearing $144,327	
Interest-bearing 228,452	
In foreign offices, Edge and Agreements subsidiaries	
Interest-bearing	8,311
Federal funds purchased and securities sold under agreements to repurchase in domestic offices of the bank and its Edge and Agreement subsidiaries	15,675
Domestic notes issued to the U.S. Treasury	9,376
Banks liability on acceptances executed and outstanding	1,769
Other liabilities	19,241
TOTAL LIABILITIES	$427,151

EQUITY CAPITAL

Common stock	$17,926
Surplus	18,414
Undivided profits and capital reserve	34,321
TOTAL EQUITY CAPITAL	$70,661
TOTAL LIABILITIES AND EQUITY CAPITAL	$497,812

I, Alexander O. Saulon, Vice President & Comptroller, of the above named bank do hereby declare that this Report of Condition is true and correct to the best of my knowledge and belief.

ALEXANDER O. SAULON
April 25, 1984

We, the undersigned directors, attest the correctness of this statement of resources and liabilities. We declare that it has been examined by us, and to the best of our knowledge and belief has been prepared in conformance with the instructions and is true and correct.

THEODORE H. SILBERT
EZRA J. DENERSTEIN
JOHN J. FOWLER
Directors

EXTRA! EXTRA!

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The Daily Financial Services Newspaper

VOL. CXLIX NO. 94 | Friday, May 11, 1984 | 149th Year

TODAY

THE BEST PAID: The highest paid bankers are still in New York, Chicago, and Los Angeles, but the ranks of the top 10 were recast in 1983..... **1**

GOOD, BETTER, BEST: Executives at financial services companies were compensated better than top bank officers, who in turn did better than their thrift counterparts..... **25**

AN OFF YEAR: The top two officers at 50 banking companies saw their pay go up an average of just 6% last year, a rate well below that in other industries..... **26**

NO COMMENT: Continental Illinois Corp., in a marked change of policy, refused to deny rumors of an imminent takeover by a group of foreign banks..... **1**

CMO COMBINATION: Great Western Financial Corp. and Merrill Lynch & Co. are creating a limited-purpose finance company to acquire mortgage collateral and issue mortgage-backed securities..... **1**

INTERNATIONAL BRIEFING: While bank analysts are worrying about Bank of Boston's problems in Argentina and Brazil, the bank's factoring business is booming in Canada..... **2**

URGE TO MERGE: A Pennsylvania thrift has agreed to acquire a San Francisco thrift and loan holding company..... **2**

COMPUTER CRIME: A California assistant district attorney suggests that banks help prepare computer crime cases to deter such thefts..... **3**

BLAST FROM ST GERMAIN: Rep. Fernand J. St Germain issued a strong criticism of the Comptroller's decision to let Dimension Financial open four nonbank banks..... **3**

INTERSTATE START? Metropolitan areas are a likely place to begin interstate banking, says the chairman of Washington Bancorp. The most likely city? Washington, D.C. **4**

TEXAS STRATEGY: Major Texas bank holding companies are turning to a neglected but not forgotten corporate lending market: middle-market companies..... **6**

THE BRITISH HAVE COME: Barclays Bank's American subsidiary has plans to expand coast to coast, proving the sun hasn't set yet **32**

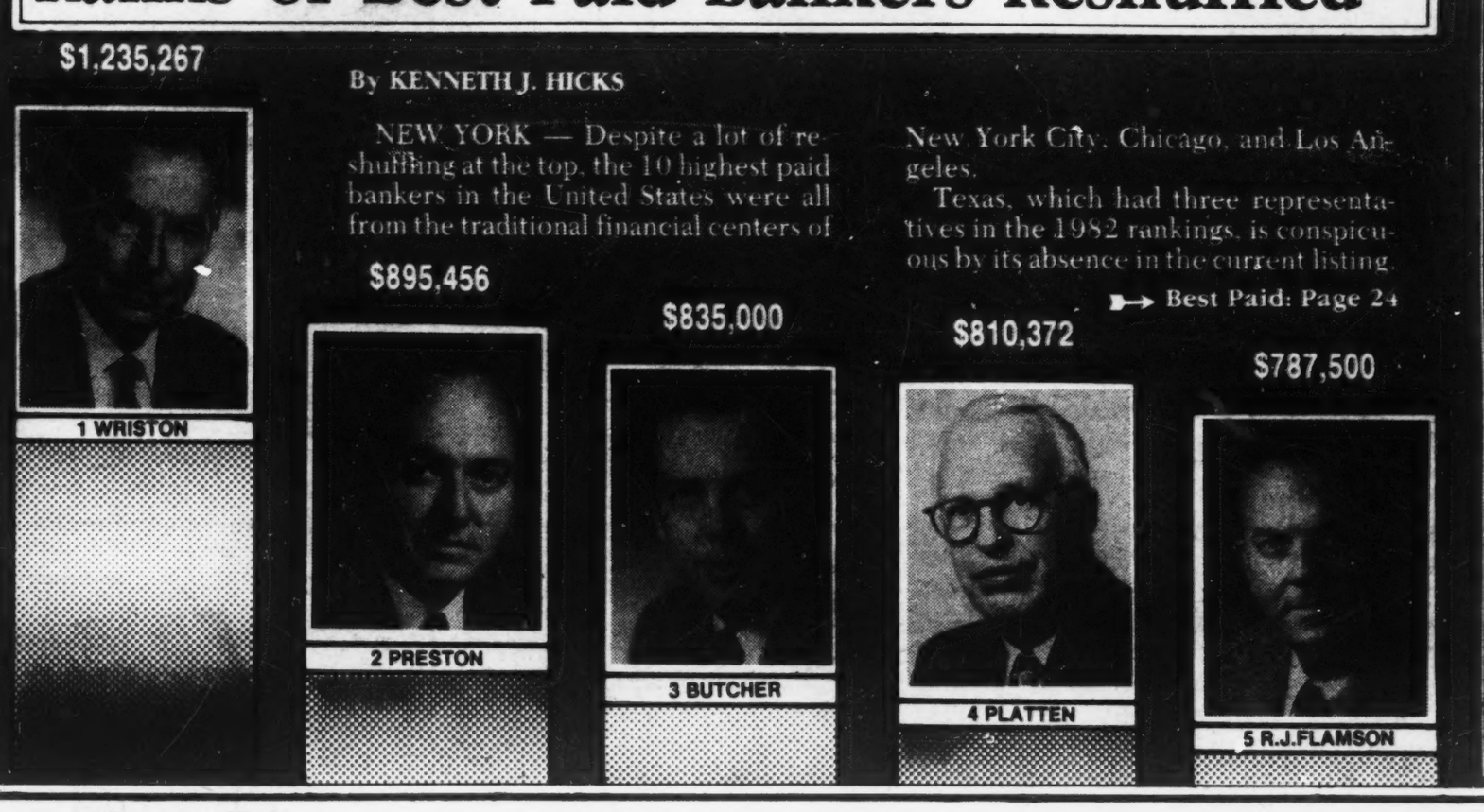
Quote

We do not comment on rumors.

A Continental Illinois National Bank and Trust Co. spokesman, refusing to comment on escalating rumors Thursday that the bank is facing a takeover by a group of foreign banks. [1]

Unquote

Ranks of Best Paid Bankers Reshuffled



By KENNETH J. HICKS

NEW YORK — Despite a lot of reshuffling at the top, the 10 highest paid bankers in the United States were all from the traditional financial centers of New York City, Chicago, and Los Angeles.

Texas, which had three representatives in the 1982 rankings, is conspicuous by its absence in the current listing.

↦ Best Paid: Page 24

Great Western, Merrill Combine To Issue CMOs

By LYNN BRENNER

NEW YORK — Great Western Financial Corp., the holding company for Great Western Savings of Beverly Hills, Calif., and Merrill Lynch & Co. announced Thursday the formation of a jointly owned, limited-purpose finance company to acquire mortgage collateral and issue mortgage-backed securities.

The new firm will be called Merrill Lynch-Great Western Mortgage Secu-

↦ Mortgage: Page 31

Continental Seals Its Lips on Rumors

Won't Respond to Swirl of Stories in Markets of Foreign Takeover

By JOHN MORRIS

CHICAGO — Continental Illinois Corp.'s stock price was battered and yields on its certificates of deposit jumped sharply Thursday amid rumors that it would be taken over by a group of foreign banks.

"We do not comment on rumors," a spokesman said. Just two days before, Continental's president, Edward S. Bottum, termed as "preposterous" rumors that the company was about to go bankrupt.

The bank spokesman also declined to respond to rumors that an announcement would be made in the very near future.

Two banks said by market participants to be part of the foreign consortium — Daiwa Bank Ltd. and the Canadian Imperial Bank of Commerce — denied the rumors. "They are absolutely incorrect. We have no involvement at all with Continental beyond our normal banking relationship," said Canadian Imperial vice chairman and president Donald Fullerton.

Other banks named as participants

↦ Continental: Page 8

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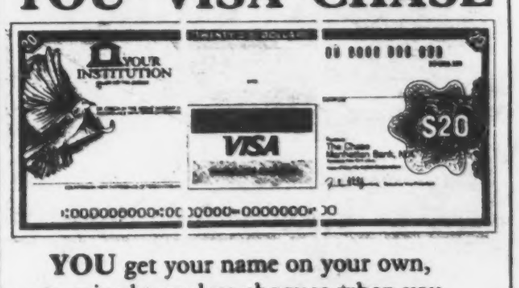

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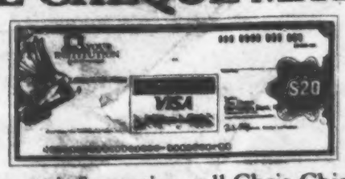

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American Banker ranks the Top 50 Banking Companies in Executive Pay

AT A GLANCE

Who's Tops?

Rank 1983		1983 Exex. Pay to Top Two Officers
1	Citicorp, New York	$1,938,420
2	J. P. Morgan & Co., Inc., New York	1,569,576
3	Chase Manhattan Corp., New York	1,428,313
4	Chemical New York Corp	1,350,372
5	Irving Bank Corp., New York	1,332,375
6	Bankers Trust New York Corp	1,330,200
7	Security Pacific Corp., Los Angeles	1,317,200
8	First Chicago Corp	1,301,736
9	Manufacturers Hanover Corp., New York	1,28[illegible]

Top 50 Banking Companies in Executive Pay

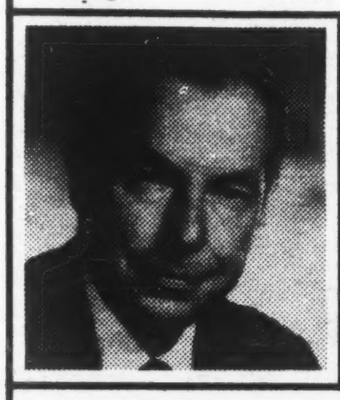
Based on 1983 Compensation
To Top Two Executives

American Banker Copyright 1984

Citicorp

Rank 1983: 1 — Rank 1982: 1

	Compensation	Earnings	Assets
1983	$1,938,420	$860.0	$134.7
1982	$1,912,574	$747.0	$130.0
Change	+ 1.4%	+ 15.1%	+ 3.6%



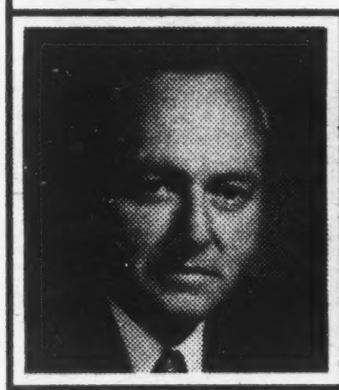
Walter B. Wriston, 64		Hans Angermueller, 59
Ch of HC		VC of HC
$1,235,267	1983	$703,153
$1,156,650	1982	--------
+6.8%	Change	----
R,T,r	Notes	R,T

John S. Reed, 44		Thomas C. Theobald, 46
VC of HC		VC of HC
$703,153	1983	$703,153
--------	1982	--------
----	Change	----
	Notes	R,T

J.P. Morgan & Co., Inc.

Rank 1983: 2 — Rank 1982: 2

	Compensation	Earnings	Assets
1983	$1,569,576	$460.0	$58.0
1982	$1,528,889	$441.7	$58.6
Change	+ 2.7%	+ 4.1%	- 1.0%



Lewis T. Preston, 57		Robert V. Lindsay, 58
Ch of HC		Pr of Morgan Guaranty Trust Co.
$895,456	1983	$674,120
$863,409	1982	$665,480
+ 3.7%	Change	+ 1.3%
R,T,r	Notes	R,r,t

Chase Manhattan Corp.

Rank 1983: 3 — Rank 1982: 13

	Compensation	Earnings	Assets
1983	$1,428,313	$429.6	$81.9
1982	$1,121,548	$332.5	$80.9
Change	+ 27.4%	+ 29.2%	+ 1.2%

Willard C. Butcher, 58		Thomas G. Labrecque,45
Ch of Chase Manhattan Bank NA		Pr of the bank
$835,000	1983	593,313
$636,139	1982	485,409
+ 31.3%	Change	+ 22.2%
r	Notes	r

Chemical New York Corp.

Rank 1983: 4 — Rank 1982: 5

	Compensation	Earnings	Assets
1983	$1,350,372	$305.6	$51.2
1982	$1,295,292	$269.1	$48.3
Change	+ 4.3%	+ 13.6%	+ 6.0%

Donald C. Platten, 65		Walter V. Shipley, 48
Ch & CEO of HC and Chemical Bank (Retired 9/83)		Pr of HC and bank CEO since 10/83
$810,372	1983	$540,000
$789,769	1982	$505,523
+ 2.6%	Change	+ 6.8%
P	Notes	

Irving Bank Corp.

Rank 1983: 5 — Rank 1982: 4

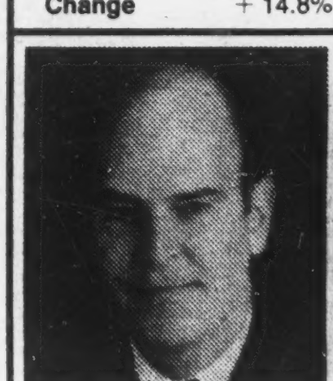
	Compensation	Earnings	Assets
1983	$1,332,375	$92.5	$18.6
1982	$1,338,500	$82.6	$19.5
Change	- 0.5%	+ 12.0%	- 4.6%

Gordon T. Wallis, 64		Joseph A. Rice, 59
Ch & CEO of HC and Irving Trust Co.		Pr of HC and the bank
$761,250	1983	$571,125
$767,500	1982	$571,000
- 0.8%	Change	+ 0.0%

Bankers Trust New York Corp.

Rank 1983: 6 — Rank 1982: 8

	Compensation	Earnings	Assets
1983	$1,330,200	$256.9	$40.0
1982	$1,158,300	$228.5	$40.4
Change	+ 14.8%	+ 12.4%	- 1.0%



Alfred Brittain III, 61		Carl M. Mueller, 63
Ch of HC		VC of HC
$746,100	1983	584,100
$648,000	1982	-------
+ 15.1%	Change	----
R,r	Notes	R

Security Pacific Corp.

Rank 1983: 7 — Rank 1982: 12

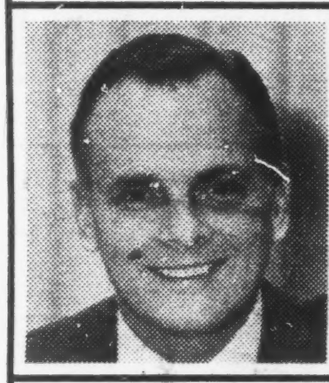
	Compensation	Earnings	Assets
1983	$1,317,200	$264.3	$40.4
1982	$1,128,500	$234.1	$37.0
Change	+ 16.7%	+ 12.9%	+ 9.2%

R. J. Flamson III, 54		George F. Moody, 53
Ch & CEO of HC and Security Pacific National Bank		Pr & COO of HC and of the bank
$787,500	1983	$529,700
$655,800	1982	$472,700
+ 20.1%	Change	+ 12.1%
R,S,T,r,t	Notes	R,S,T,r,t

First Chicago Corp.

Rank 1983: 8 — Rank 1982: 16

	Compensation	Earnings	Assets
1983	$1,301,736	$183.5	$36.3
1982	$1,065,478	$144.0	$35.9
Change	+ 22.2%	+ 27.4%	+ 1.1%



Barry F. Sullivan, 53		Richard L. Thomas, 53
Ch of HC		Pr of HC
$742,199	1983	$559,537
$644,302	1982	$421,176
+ 15.2%	Change	+ 32.9%
R	Notes	R

Manufacturers Hanover Corp.

Rank 1983: 9 — Rank 1982: 3

	Compensation	Earnings	Assets
1983	$1,283,924	$337.0	$64.3
1982	$1,405,458	$296.3	$64.0
Change	- 8.6%	+ 13.7%	+ 0.5%

John F. McGillicuddy, 53		Harry Taylor, 57
Ch & CEO of HC and Manufacturers Han. Tr. Co.		Pr of HC and EVP of bank
$778,789	1983	$505,135
$856,288	1982	$549,170
- 9.1%	Change	- 8.0%
R	Notes	R

		John R. Torrell III, 44
		EVP of HC and Pr of the bank
	1983	505,135
	1982	549,170
	Change	- 8.0%
	Notes	R